

The Marzetti Company



FY25 Q4 Earnings Presentation

Fiscal Period Ended June 30, 2025

August 21, 2025

Safe Harbor Statement

This presentation was prepared by The Marzetti Company for information purposes only and is not an offer or solicitation with respect to the purchase or sale of Company securities. We desire to take advantage of the “safe harbor” provisions of the Private Securities Litigation Reform Act of 1995 (the “PSLRA”). Any statements concerning the Company’s future performance included in this presentation or made orally to the recipients of this presentation are “forward-looking statements” within the meaning of the PSLRA and other applicable securities laws. Such statements can be identified by the use of the forward-looking words “anticipate,” “estimate,” “project,” “believe,” “intend,” “plan,” “expect,” “hope” or similar words. These statements discuss future expectations; contain projections regarding future developments, operations or financial conditions; or state other forward-looking information. Such statements are based upon assumptions and assessments made by us in light of our experience and perception of historical trends, current conditions, expected future developments and other factors we believe to be appropriate. These forward-looking statements involve various important risks, uncertainties and other factors that could cause our actual results to differ materially from those expressed in the forward-looking statements. Actual results may differ as a result of factors over which we have no, or limited, control. Management believes these forward-looking statements to be reasonable; however, you should not place undue reliance on such statements that are based on current expectations. For example, fluctuations in the market price of material or freight costs or general economic conditions for domestic consumers, over which we have no control, may significantly influence our financial results. Forward-looking statements speak only as of the date they are made, and we undertake no obligation to update such forward-looking statements. More detailed statements regarding significant events that could affect our financial results are included in our Annual Report on Form 10-K and Quarterly Reports on Form 10-Q as filed with the Securities and Exchange Commission and available at investors.marzetticompany.com

Information Regarding Non-GAAP Financial Measures

The Company prepares its consolidated financial statements in accordance with U.S. Generally Accepted Accounting Principles (GAAP). However, from time to time, the company may present in its public statements, press releases and SEC filings, non-GAAP financial measures such as Adjusted Gross Margin in this presentation. Management considers such non-GAAP financial measures to provide useful supplemental information to investors in facilitating year-over-year comparisons by removing non-recurring items or other items that management believes do not directly reflect the Company’s underlying operations. The reconciliations included in the Appendix to this presentation provide reconciliations of the non-GAAP measures used in this presentation to the most comparable GAAP financial measure. The company’s definitions of these non-GAAP measures may differ from similarly titled measures used by others. These non-GAAP measures should be considered supplemental to, and not a substitute for, financial information prepared in accordance with GAAP.

Rebranding to The Marzetti Company

- Our business rebranded as The Marzetti Company (formerly Lancaster Colony Corporation) effective June 27
- The rebranding honors the 130-year history of our flagship Marzetti brand and signals our future as a food company with an ongoing commitment to delivering high-quality, flavorful products that make every meal better
- While Lancaster Colony will always be an important part of our heritage, we believe the Marzetti name is critical to positioning our business in today's food industry and communicating the value we deliver to all of our stakeholders

FY25 Q4 Highlights

- Record high fourth quarter Net Sales and Gross Profit
- Consolidated Net Sales increased 5.0% to \$475.4 million
- Gross Profit improved \$8.5 million or 8.7% to \$106.1 million
- Operating Income declined \$2.8 million or 6.7% to \$38.9 million, including the impact of a \$2.4 million increase in restructuring and impairment charges
- EPS (diluted) declined \$0.08 to \$1.18, including the impact of a \$0.07 increase in restructuring and impairment charges
- Returned \$0.95 cash dividend per share, a 5.6% increase over the prior year

Retail Segment Highlights

- Retail segment Net Sales improved 3.1% to \$241.6 million, driven by:
 - Distribution expansion for Texas Roadhouse™ dinner rolls
 - Extension of Chick-fil-A® sauce into the club channel
 - Strong volume gains from New York Bakery™ frozen garlic bread and Sister Schubert's® frozen dinner rolls
 - Partially offset by the unfavorable impact of last year's exit from our perimeter-of-the-store bakery product lines
- Excluding the exit, Retail segment Net Sales increased 3.6%, while volume increased 2.9%
- Circana scanner data showed strong results, with both sales dollars and volume up 5.5%



Retail Category Highlights

Category	Brand		\$ Sales and Share Highlights
Frozen Dinner Rolls	 	Texas Roadhouse™ Sister Schubert's®	Licensed Texas Roadhouse and Sister Schubert's combined to grow 52.4%, with a market share increase of 690 basis points, to a category-leading share of 63.8%
Frozen Garlic Bread		New York Bakery™	New York Bakery grew 10.0%, versus a 3.5% increase for the category, with market share up 260 basis points, to category-leading share of 43.3%
Shelf Stable Sauces & Condiments		Chick-fil-A®	Licensed Chick-fil-A sauce grew 17.2%, with market share up 30 basis points, as we introduced the popular sauce into the club channel during the quarter
Produce Dressing	 	Chick-fil-A® Marzetti®	Licensed Chick-fil-A dressings grew 2.6% Combined with Marzetti brand dressings, market share totaled a category-leading share of 27.6%

Source:

Circana

Time period:

13 weeks ending 6/29/25

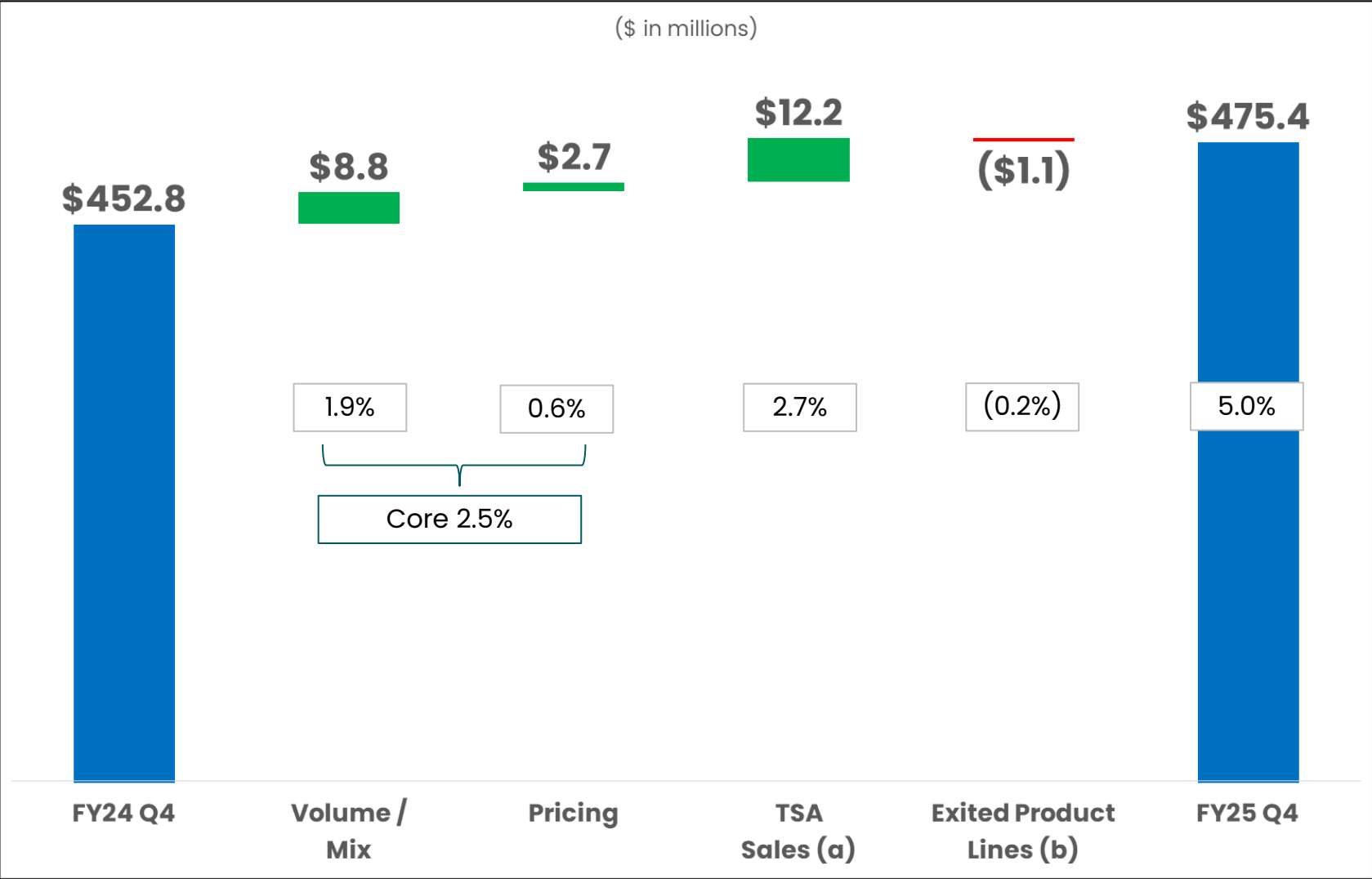
Foodservice Segment Highlights

- Foodservice segment Net Sales grew 7.0% to \$233.9 million
- Excluding the non-core sales associated with a Temporary Supply Agreement (TSA)*, Foodservice Net Sales advanced 1.4%, while volume declined 1.7%. The Net Sales growth was driven by:
 - Benefit of inflationary pricing
 - Increased demand from some of our national chain customers
 - Sales gains for our branded Foodservice products



* The TSA with Winland Foods accounted for \$12.2 million in Net Sales. The TSA was made in connection with our February 2025 acquisition of Winland's Atlanta-based sauce and dressing production facility. The TSA commenced in March 2025 for a period of up to twelve months.

Financial Performance – Net Sales

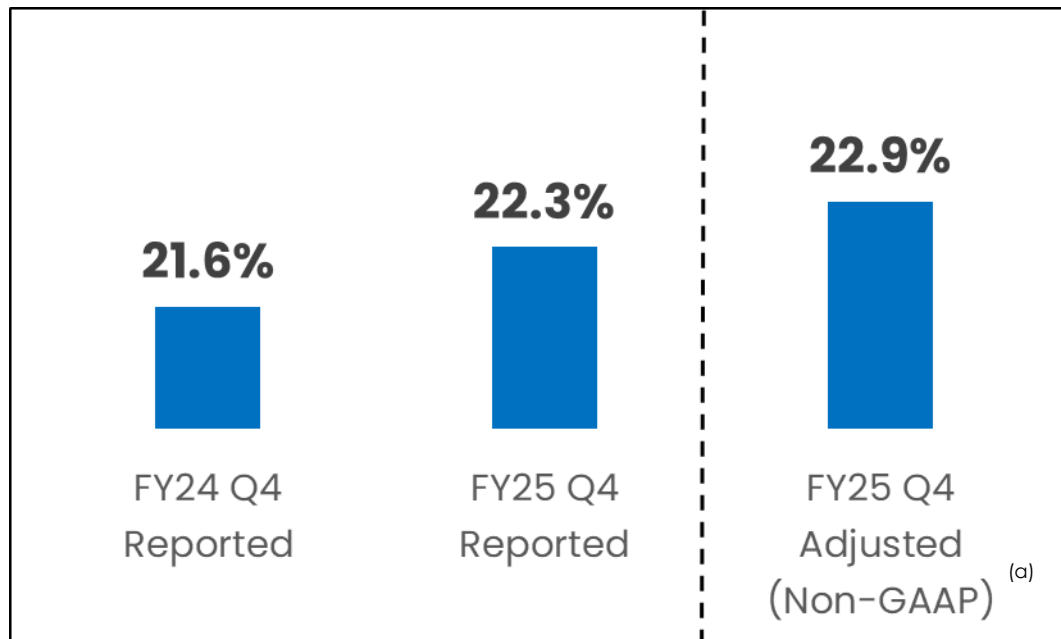


Values may not foot due to rounding

(a) Incremental Foodservice sales associated with the Winland Foods TSA
(b) Exited perimeter-of-the-store bakery product lines, Flatout and Angelic Bakehouse brands

Financial Performance – Gross Margin

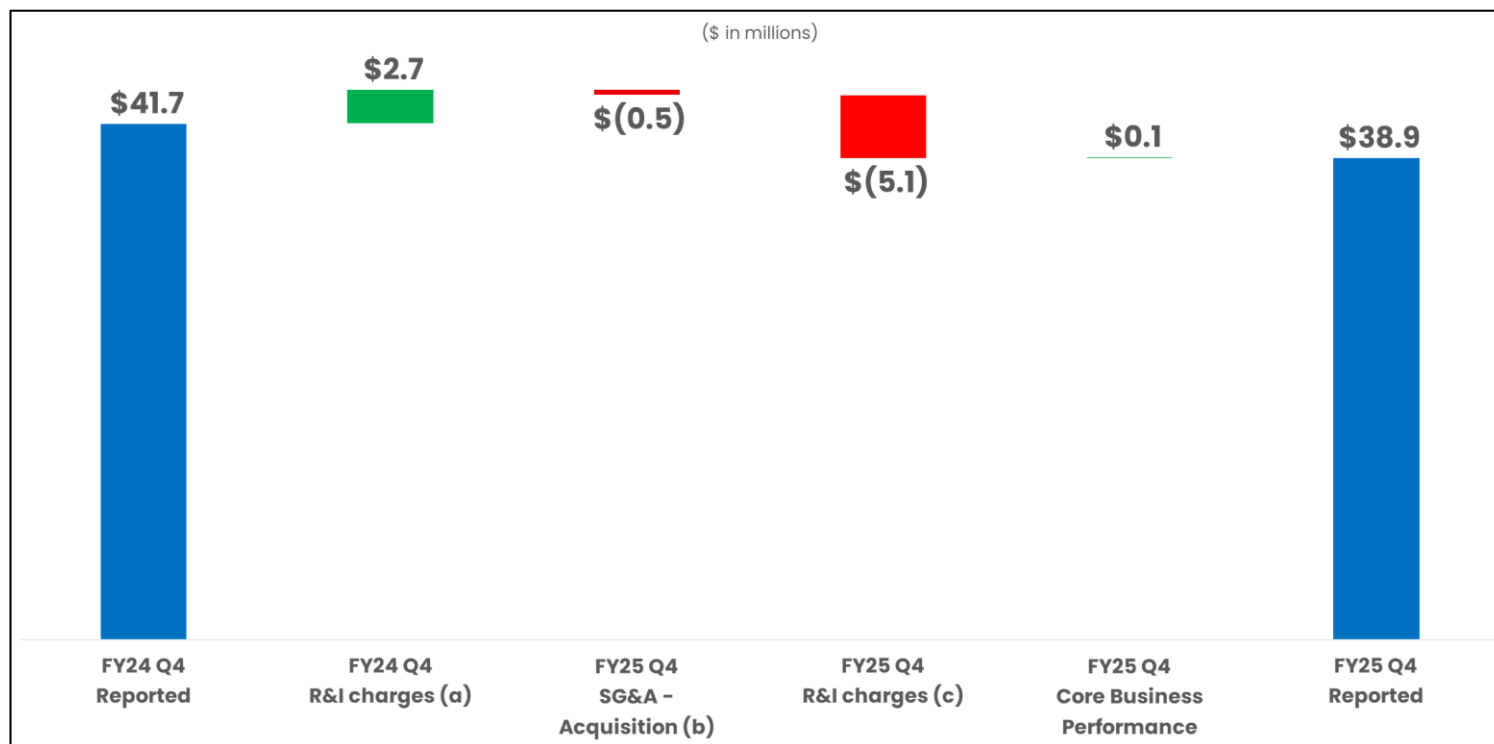
- Gross Margin increased to 22.3% as reported, or 22.9% adjusted, driven by:
 - Ongoing cost savings programs
 - More favorable volume / mix for the Retail segment



(a) Adjusted Gross Margin (Non-GAAP) is calculated by dividing the Reported Gross Profit by Net Sales, adjusted to exclude TSA Net Sales. The TSA Net Sales are temporary non-core sales with no associated profit. Specifically, the calculation is as follows: Reported Gross Profit / (Reported Net Sales – TSA Net Sales) or \$106.1 million / (\$475.4 million – \$12.2 million). Please refer to Appendix slide A-1 for additional details.

Financial Performance – Operating Income

- Operating Income declined \$2.8 million to \$38.9 million, due to:
 - Increased restructuring and impairment charges
 - Costs related to the newly acquired Atlanta-based facility
 - Higher gross profit offset by increased SG&A expense (most notably marketing costs to support Retail brand growth)



(a) FY24 Q4 restructuring and impairment charges attributed to the exited perimeter-of-the-store bakery product lines (Flatout and Angelic Bakehouse brands)

(b) SG&A costs associated to the February 2025 acquisition of the Atlanta-based sauce and dressing production facility

(c) FY25 Q4 restructuring and impairment charges, including \$4.5 million related to the closure of our Milpitas, CA production facility

Financial Performance – EPS Bridge (Diluted)

- EPS (diluted) declined \$0.08 to \$1.18, due to:
 - \$0.07 due to increased restructuring and impairment charges
 - \$0.01 from costs related to the acquired Atlanta-based facility
- Excluding the impacts of the items above, EPS (diluted) was flat to prior year



(a) FY24 Q4 restructuring and impairment charges attributed to the exited perimeter-of-the-store bakery product lines (Flatout and Angelic Bakehouse brands)

(b) SG&A costs associated to the February 2025 acquisition of the Atlanta-based sauce and dressing production facility

(c) FY25 Q4 restructuring and impairment charges, including \$0.13 per share (diluted) related to the closure of our Milpitas, CA production facility

Cash Uses and Balance Sheet

- FY25 payments for property additions totaled \$58.0 million. We also invested \$78.8 million in cash to purchase the Atlanta-based manufacturing facility in February 2025.
- We anticipate FY26 capital expenditures between \$75 and \$85 million
- Cash dividend of \$0.95 per share paid on June 30, an increase of 5.6% versus prior year – enduring streak of annual dividend increases stands at 62 years
- Our financial position remains strong – debt free and \$161 million in cash

Outlook

- Going forward, The Marzetti Company will continue to support the three pillars of our growth plan:
 - Accelerate core business growth
 - Simplify our supply chain to reduce costs and grow margins
 - Expand our core with focused M&A and strategic licensing
- FY26 Sales Outlook
 - Retail Segment sales expected to benefit from expanding distribution on popular Texas Roadhouse [™] dinner rolls and innovation on core brands
 - Foodservice Segment sales expected to be supported by growth from select QSR customers, while our culinary team continues to provide customers with a wide range of innovation initiatives and craveable flavors
 - We will continue to monitor external factors, including U.S. economic performance and consumer behavior, that may impact the demand for our products

Outlook (continued)

- In aggregate, we anticipate a modest level of input cost inflation in FY26 that we plan to offset through contractual pricing and our ongoing cost savings programs as we remain focused on continued margin improvement
- Newly acquired Atlanta-based sauce and dressing facility will be further incorporated into our manufacturing network in FY26
- Supply chain is well-positioned to cost effectively support the growth of our key customers in FY26 and beyond

APPENDIX

Reconciliation of GAAP to Non-GAAP Gross Margin

For the Three Months Ended June 30, 2025

(\$ in millions)			
	<u>Reported</u>	<u>TSA-Related</u>	Adjusted (Non-GAAP)
Net Sales	\$ 475.4	\$ 12.2	\$ 463.2
Cost of Sales	369.3	12.2	357.1
Gross Profit	\$ 106.1	\$ –	\$ 106.1
Gross Margin	22.3%	0.0%	22.9%

Net Sales attributed to the TSA are temporary non-core sales with no associated profit. As referenced on page 7 of this presentation, the TSA was made in connection with our February 2025 acquisition of Winland's Atlanta-based sauce and dressing production facility; and the TSA commenced in March 2025 for a period of up to twelve months.